

COMMERCIAL FUNDRAISER ACTIVITY REPORT

Listed by Overall Percentage of Funds Retained by Charity Clients

Prepared by the Office of the Secretary of State • Charitable Solicitations Program
November 2000

Note: Commercial Fundraisers who have not yet completed an accounting year or do not currently conduct fundraising activities in Washington State do not appear on this list. Commercial Fundraisers with a delinquent registration status are listed separately.

	Commercial Fundraiser City/State Phone Number	Fiscal Year Ending	Total Funds Raised by Fundraiser	Total Funds Retained by Charity Client(s)	Percentage Retained by Charity Client(s) ^A
1	Chalmers Marketing Group, Inc. ^C Alexandria, VA (703) 548-6440	10/30/2000	\$10,528	(\$2,632)	0
2	Civic Funding Services, Inc. Seattle, Washington (206) 933-0561	12/31/1999	\$217,690	\$4,000	1.8
3	InService America, Inc. Forest, Virginia (804) 316-7400	1/31/2000	\$2,928,323	\$121,488	4.1
4	Midwest Publishing – AZ, Inc. Phoenix, Arizona (602) 943-1244	12/31/1999	\$51,717	\$4,225	8.2
5	& Johnson Enterprises Santa Cruz, California (831) 427-0500	12/31/1999	\$136,606	\$12,500	9.2
6	Veterans Accredited Programs Wilton, California (916) 687-7375	12/31/1999	\$164,090	\$15,101	9.2
7	Nationwide Fundraisers, Inc. Naples, Florida (941) 263-9611	12/31/1999	\$1,600,307	\$164,836	10.3
8	National Charitable Alliance, LLC North Kansas City, Missouri (816) 842-4130	12/31/1999	\$1,478,110	\$158,133	10.7
9	Non-Profit Telemedia, Inc. North Little Rock, Arkansas (501) 945-0678	12/31/1999	\$77,265	\$8,291	10.7
10	Professionally Speaking Milwaukee, Wisconsin (414) 438-4300	2/28/2000	\$3,908,739	\$441,667	11.3
11	Unique Salvage Corp. Kent, Washington (253) 852-8760	12/31/1999	\$1,353,820	\$172,192	12.7
12	A T S NW, Inc. Lynnwood, Washington (425) 778-0166	12/31/1999	\$662,241	\$89,262	13.5
13	S & C Telemarketing, Inc. Seattle, Washington (206) 440-5977	12/31/1999	\$662,241	\$89,262	13.5
14	Midwest Publishing – MN, Inc. St. Paul, Minnesota (651) 644-9229	12/31/1999	\$133,315	\$19,374	14.5

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15	Xentel, Inc. Ft. Lauderdale, Florida (954) 522-5200	12/31/1999	\$426,340	\$63,987	15
16	Courtesy Call, Inc. Las Vegas, Nevada (702) 388-2999	12/31/1999	\$2,521,318	\$387,056	15.4
17	Veterans Publishing, Inc. St. Paul, Minnesota (800) 536-6782	12/31/1999	\$47,063	\$8,051	17.1
18	Contract Communications Virginia Beach, Virginia (757) 486-4900	12/31/1999	\$3,290,000	\$592,200	18
19	Tele-Data Services, Inc. Tulsa, Oklahoma (918) 832-0644	12/31/1999	\$115,944	\$21,351	18.4
20	Community Safety, LLC Minneapolis, Minnesota (763) 559-4000	12/31/1999	\$1,501,287	\$277,106	18.5
21	Support Services, Inc. Burien, Washington (206) 545-0101	12/31/1999	\$689,775	\$132,870	19.3
22	Community Awareness Company Federal Way, Washington (253) 874-1337	12/31/1999	\$185,816	\$36,175	19.5
23	Community Services of Washington, Inc. Irving, Texas (972) 929-4440	12/31/1999	\$271,472	\$53,970	19.9
24	Charitable Aid, Inc. Bellingham, Washington (360) 752-0620	12/31/1999	\$182,507	\$36,501	20
25	Community Events Company Spokane, Washington (509) 327-7402	12/31/1999	\$581,692	\$118,682	20.4
26	Sponsor Reps, Inc. Lakewood, Washington (253) 581-4665	12/31/1999	\$2,311,596	\$473,245	20.5
27	Double Eagle Enterprises, Inc. Vancouver, Washington (360) 693-2542	12/31/1999	\$197,886	\$41,950	21.2
28	Reese Brothers, Inc. Pittsburgh, Pennsylvania (800) 365-3500	12/31/1999	\$759,165	\$163,778	21.6
29	The Canterbury Group, Ltd. Alexandria, Virginia (703) 836-3882	12/31/1998	\$11,168,995	\$2,454,088	22
30	Gold Coast Productions Medford, Oregon (541) 770-6252	12/31/1999	\$287,675	\$66,436	23.1
31	Gatti Productions, Inc. Orange, California (714) 685-9992	12/31/1999	\$291,767	\$70,400	24.1

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32	The Outreach Center Pittsburgh, Pennsylvania (412) 521-2500	12/31/1999	\$65,383	\$15,804	24.2
33	Community Benefit Service Longview, Washington (360) 423-3134	12/31/1999	\$136,937	\$33,609	24.5
34	Tele-Response Center, Inc. Philadelphia, Pennsylvania (215) 333-5900	12/31/1999	\$34,829	\$8,572	24.6
35	Eagle Productions Bellingham, Washington (360) 676-7363	12/31/1999	\$274,712	\$67,901	24.7
36	Jadent, Inc. Keizer, Oregon (503) 393-9500	12/31/1999	\$696,201	\$176,993	25.4
37	Telefund, Inc. (Oregon) Salem, Oregon (503) 399-8526	12/31/1999	\$162,645	\$41,313	25.4
38	Heritage Publishing Company Sherwood, Arkansas (501) 835-5000	5/31/2000	\$292,315	\$77,874	26.6
39	Caravan Productions, Inc. Beaverton, Oregon (503) 641-6971	12/31/1999	\$106,285	\$28,682	27
40	MSGI Direct, Inc. Venice, California (310) 301-1999	12/31/1999	\$1,053,264	\$287,010	27.2
41	DC Marketing, Inc. Sandpoint, Idaho (206) 263-6493	12/31/1999	\$527,441	\$147,537	28
42	A.L. Edwards Consultants Portland, Oregon (503) 772-3025	12/31/1999	\$87,292	\$24,550	28.1
43	Car Program, LLC Rancho Cordova, California (916) 631-1313	12/31/1999	\$7,201,663	\$2,028,660	28.2
44	Harris O'Malley Marketing, Inc. Woodland Hills, California (818) 222-3470	12/31/1999	\$53,035	\$16,654	31.4
45	MDS Communications Corporation Tempe, Arizona (480) 752-8140	12/31/1999	\$14,328,505	\$4,528,403	31.6
46	Univision Marketing Group, Inc. Scarborough, Ontario (416) 335-9800	9/15/2000	\$15,571	\$4,959	31.8
47	Vehicle Donation Processing Center, Inc. Monrovia, California (626) 357-4810	12/31/1999	\$936,380	\$298,912	31.9
48	Gannett Telemarketing, Inc. Springfield, Virginia (703) 750-8730	12/26/1999	\$1,573,862	\$555,315	35.3

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49	Integral Resources, Inc. Cambridge, Massachusetts (617) 494-6100	12/31/1999	\$1,573,862	\$555,315	35.3
50	Aria Communications Corporation St. Cloud, Minnesota (320) 259-5206	12/31/1999	\$435,851	\$156,858	36
51	John Fahnestock and Associates Lynnwood, Washington (425) 775-4200	12/31/1999	\$184,000	\$66,375	36.1
52	George Carden Circus International Springfield, Missouri (417) 833-3588	12/31/1999	\$26,649	\$9,824	36.9
53	MSA, Inc. Federal Way, Washington (253) 952-6060	12/31/1999	\$207,376	\$81,044	39.1
54	Regency Communications, Inc. Bedford, Texas (817) 268-4044	12/31/1999	\$2,563,010	\$1,021,075	39.8
55	DialAmerica Marketing, Inc. Mahwah, New Jersey (201) 327-0200	6/30/2000	\$115,336	\$47,534	41.2
56	Grizzard Communications Group, Inc. dba Grizzard Atlanta, Georgia (404) 522-8330	12/31/1999	\$254,205	\$105,313	41.4
57	Facter Direct, Ltd. Los Angeles, California (310) 788-9000	12/31/1999	\$7,554,053	\$3,166,118	41.9
58	Gordon & Schwenkmeyer, Inc. El Segundo, California (310) 615-2300	12/31/1999	\$222,678	\$93,539	42
59	The Hacker Group, Ltd.^D Bellevue, Washington (425) 454-8556	12/31/1998	\$358,529	\$152,487	42.5
60	Brent-Wyatt West Tempe, Arizona (480) 303-9696	12/31/1999	\$157,488	\$75,000	47.6
61	Lofton Enterprises Vancouver, Washington (360) 253-9284	12/31/1999	\$157,488	\$75,000	47.6
62	Share Group, Inc. Somerville, Massachusetts (617) 629-4500	12/31/1999	\$21,832,368	\$10,489,930	48
63	The Richard Norman Company Reston, Virginia (703) 707-8800	12/31/1999	\$6,116,531	\$2,985,093	48.8
64	Angeles Communications, LLC Glendale, California (818) 637-5200	12/31/1999	\$1,733,445	\$849,580	49
65	InfoCision Management Corporation Akron, Ohio (330) 668-1400	3/15/2000	\$1,072,262	\$558,699	52.1

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66	Law Enforcement Association Direct Marketing (LEAD) Baton Rouge, Louisiana (225) 766-2294	3/31/2000	\$348,821	\$187,835	53.8
67	Public Interest Communications, Inc. Falls Church, Virginia (703) 847-8300	9/30/1999	\$6,039,067	\$3,252,568	53.9
68	Legacy Telemarketing Corporation Monroe, Washington (800) 488-4609	12/31/1999	\$350,027	\$191,318	54.7
69	Pallotta TeamWorks Los Angeles, California (323) 467-8888	12/31/1999	\$59,760,000	\$33,727,000	56.4
70	Lester Telemarketing, Inc. Branford, Connecticut (203) 488-5265	12/31/1999	\$703,831	\$401,430	57
71	Telefund, Inc. (California) Santa Barbara, California (805) 897-1180	12/31/1999	\$1,600,965	\$1,040,666	65
72	Treasure State Development Corporation Helena, Montana (406) 449-0414	12/31/1999	\$29,357	\$19,669	67
73	TLC, The Lukens Cook Company Arlington, Virginia (703) 845-8484	12/31/1999	\$2,334,000	\$1,608,441	68.9
74	Advantage Fund-raising Consulting, Inc. Fairfield, New Jersey (973) 575-9196	12/31/1999	\$493,129	\$350,171	71
75	NFB Associates, Inc. Spokane, Washington (509) 483-2910	12/31/1999	\$613,696	\$460,272	75
76	MJM & Associates, Inc. Seattle, Washington (206) 545-8800	12/31/1999	\$2,779,316	\$2,089,853	75.2
77	IDC, Ltd. Henderson, Nevada (702) 450-1000	12/31/1999	\$947,303	\$729,952	77.1
78	Advanced Business Technologies, Inc. Talent, Oregon (541) 535-7878	12/31/1999	\$247,730	\$191,921	77.5
79	Lewis Advertising Company, Inc. Baltimore, Maryland (410) 539-5100	12/31/1999	\$1,490,823	\$1,203,192	80.7
80	Ruffalo, Cody, and Associates, Inc. Cedar Rapids, Iowa (319) 362-7483	12/31/1999	\$321,642	\$260,399	81
81	Squire & Heartfield Direct, Inc. Oakton, Virginia (703) 319-0330	12/31/1999	\$15,419,257	\$12,893,612	83.6

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82	Kenneth E. Leonard Auburn, Washington (206) 910-9374	12/31/1999	\$214,636	\$184,636	86
83	Direct Response Consulting Services McLean, Virginia (703) 749-3100	12/31/1999	\$15,832,432	\$13,975,784	88.3
84	Charitableway.com, Inc. San Carlos, California (650) 701-2200	3/31/2000	2,498	2,293	91.8
85	Doug Miller & Associates Impression Productions Tacoma, Washington (253) 761-9433	12/31/1999	\$301,677	\$277,597	92
86	The Giving Network Bellevue, Washington (425) 451-3221	12/31/1999	\$6,185	\$5,690	92
87	Coinstar, Inc. Bellevue, Washington (425) 943-8000	12/31/1999	\$89,332	\$82,627	92.5
88	Working Assets Online, Inc. San Francisco, California (415) 369-2000	12/31/1999	\$273,569	\$264,856	96.8
89	Civic Development Group, LLC^E Edison, New Jersey (800) 800-1236	12/31/1999	\$58,428	\$79,217	100
90	National Community Development Services, Inc.^F Atlanta, Georgia (404) 231-0730	3/31/2000	\$3,155,998	\$3,155,998	100
	TOTALS		\$223,740,460	\$111,764,074	49.9

Note A:

The percentage of funds retained by charity clients is based on the most current financial information provided by the Commercial Fundraisers listed above. These percentages reflect the **overall** amount of funds received or retained by the client charities after all fund-raising costs have been deducted from the total value of contributions received on behalf of the charity by the Commercial Fundraiser or by the charity client. The difference between the Total Funds Raised by Fundraiser and the Total Funds Retained by Charity Client(s) may include fund-raising expenses other than fees paid to a Commercial Fund-raiser. **It should also be noted that these figures do not necessarily indicate the specific percentage of funds allocated by a given charity to its charitable purpose.** In some instances, charities may be using a combination of direct fundraising and a Commercial Fundraiser; others may be using several different Commercial Fundraisers, whose yield to the charity may vary.

Note B:

In some instances, 1998 financial information has been displayed. The Commercial Fundraisers displaying 1998 financial information have submitted renewal documents for 2000. However, the status of these renewals were pending at the time this list was published.

Note C:

Chalmers Marketing Group filed a six month report, ending on 10/30/00. During the time period reported, the net to

charity for Chalmers Marketing Group's clients was a negative dollar amount (\$2,632). Chalmers Marketing Group is newly registered in WA State. As a result, the report may not provide a complete picture. Donors who are interested in a full year's worth of figures for Chalmers Marketing Group can check back with the Charities Division in 2001 to obtain this information.

Note D:

The figures displayed on the report for The Hacker Group are for 1998 because the 1999 figures they supplied are incomplete. We are currently working with The Hacker Group to obtain the necessary 1999 figures.

Note E:

Civic Development Group has reported that the amount their charity clients netted in 1999 was greater than the revenue generated as a result of their campaign.

Note F:

National Community Development Services (NCDS) conducts capital campaigns, which means the income their clients receive is spread out over a 2-3 year period. NCDS was paid their fees during the first 1-2 years of the Capital Campaign, but did not receive any fees during year-end 3/31/00, even though their charity clients continue to receive income. As a result, NCDS's charity clients retained all the income received during year-end 3/31/00. Donors can obtain more comprehensive figures for NCDS by contacting our office and requesting figures from previous reporting years, which will reflect NCDS' fees & fundraising expenses.